



Building confidence with your landlords

We asked over 3000 landlords about the changes in the market and how they intend to use letting agents.

The Headlines

- Recent changes in policy seem to be creating uncertainty in the market, shaking landlord confidence and is causing confusion.
- Letting agents who understand what's changing in the market have an advantage.
- Landlords are looking to their agents to provide trusted guidance.

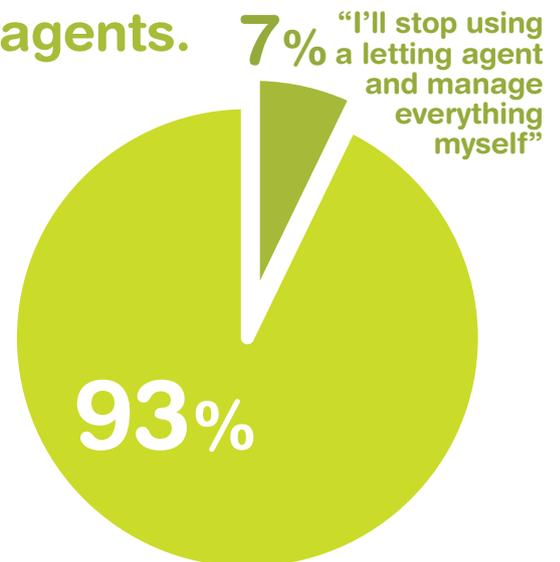
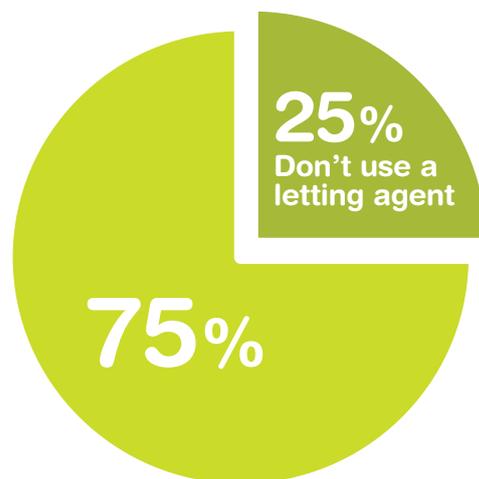


Rightmove asked landlords how they feel about letting property and the role agents play

Over 3500 landlords completed our survey and the results highlighted some opportunities agents have in filling their knowledge gap.

Landlords still greatly value letting agents.

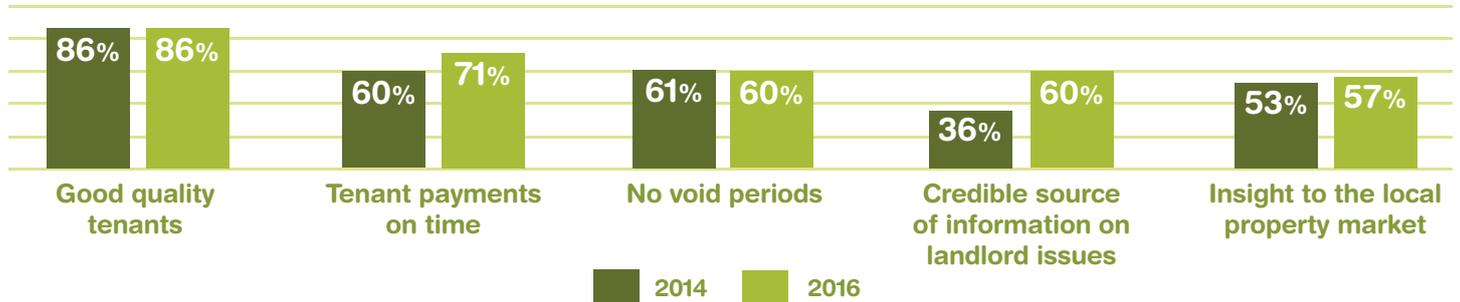
Only a quarter of all the landlords we surveyed didn't use a letting agent and very few of those who do said they would stop using one.



INSIGHT: 46% of landlords said they intend to purchase another investment property in the future

Be the source of all knowledge

We asked landlords what they would describe as good service from their letting agent

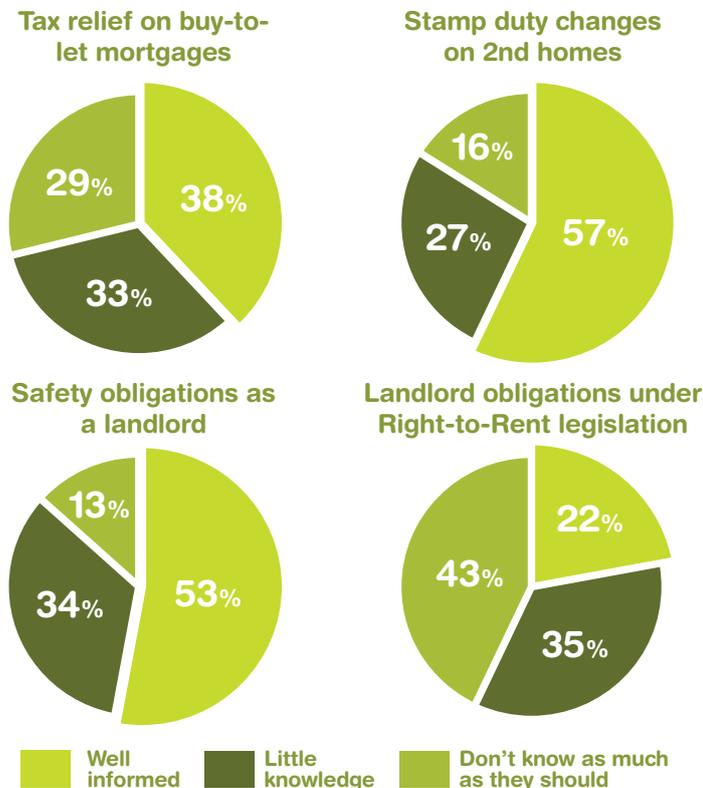


The demands of landlords haven't changed. They still want quality tenants and they don't wish to experience any void periods.

The increase in the number of landlords expecting on time tenant payments also highlights concerns they might have around incurring costs and that their profit margins might be hit even harder.

However, there has been a significant shift towards the need for credible information and insight into the market.

How well informed are landlords?



Only 22%

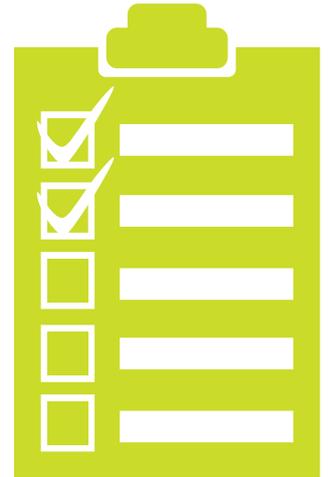
of landlords claim to have a good understanding of Right to Rent

Only 34%

of landlords said they are more likely to use a letting agent so they can take responsibility for Rent to Rent.



Right to Rent CHECK LIST



- 1** Before allowing an adult to rent your property they must have document(s) proving their right to be in the UK. This could include a UK passport, Registration certificate of permanent residence of EEA or an EEA family member Permanent Residence card.
- 2** You need to ensure the property that the tenant lives in is their only or main home. Proof of this could be showing that they live there most of the time, keep their belongings there or that they are registered to vote at the property.
- 3** You'll need to check the person's right to be in the UK will continue throughout the tenancy. A check at the point of right to be in the UK has expired or after 12 months after tenancy, whichever is later is suitable.
- 4** Should you discover in a follow up check that your tenant's right to be in the UK has expired you'll need to make an official report to the Home Office.
- 5** Ensure copies of the documentation are made and record the date.

For more tips & advice visit your marketing resource:
hub.rightmove.co.uk